



NMSDC of FL 2001 Trade Fair Seminars

Contract with States Water Management Districts	Room- Fantasia M
9:00 am - 10:00 am	South and Southwest FL Water Management Districts
Keys to Growing MBEs	Room- Fantasia K
10:15 am - 11:45 am	BY -Comerica Bank
Building Relationships for Your Future	Room- Fantasia L
10:15 am - 11:45 am	BY -Networking International
Components of a World Class Supplier Diversity Program	Room- Fantasia K
1:45 pm - 3:15 pm	BY - Unisys Corp
Survival Skills	Room- Fantasia L
1:45 pm - 3:15 pm	BY - Ben Dobson - University of Central Florida
Becoming a Sub-Contractor to Any Government Organization	Room- Fantasia M
3:30 pm - 5:00 pm	BY - Tom May/Jet Propulsion Agency
International Business	Room- Fantasia N
3:30 pm -5:00 pm	International Law Firm and Department of Commerce

Contract with State's Water Management Districts - Speaker from SFWMD

Frank Hayden Procurement Director
South Florida Water Management District



Frank Hayden, Procurement Director for the South Florida Water Management District brings to his new position 35 years of experience in city government. In 1981 he joined the Detroit Water and Sewerage Department, Contracts and Grants Group as a governmental analyst. He became Manager of that group in 1996. As Manager he was responsible for administration of the Department's construction and professional services contracts as well as development of DWSD's local and small business programs. In 1999 he was named Manager of the Department's newly formed Public Affairs Division. He holds a bachelor's degree in political science from the University of Michigan. He was part of the Public Affairs and International Committees of the AWWA. He also served as chairman of Trustee of Wayne County Community college District. In his current position for a few short weeks, Hayden is tasked with managing the District's procurement department. In Fiscal year 1999-2000 the total expenditures for the District were 524.6 million dollars.